

MEDICAL CANNABIS PROGRAM REPORT | DECEMBER 2023

Program Participation	October	November	December		
Total Unique Patients	24,384	24,819	(↑)	25,027	(↑)
Total Unique Caregivers	63	63	(-)	63	(-)
Total Unique Healthcare Providers	653	654	(↑)	655	(↑)
Total Unique Patients Served by a Registered Dispensary	11,207	11,092	(↓)	11,525	(↑)

Upcoming Patient Expirations	January	February	March
	602	639	619

Patients—DC Residents	October	November	December		
Total Unique Patients	6,370	6,478	(↑)	6,768	(↑)
Total Unique Sales	17,443	17,201	(↓)	18,066	(↑)
Total Unique In-Store Sales	16,335	16,061	(↓)	16,876	(↑)
Total Unique Delivery Sales	1,108	1,140	(↑)	1,190	(↑)
Average Sale	\$87	\$89	(↑)	\$91	(↑)
In-Store Average Sale	\$82	\$84	(↑)	\$86	(↑)
Delivery Average Sale	\$161	\$157	(↓)	\$158	(↑)
In-Store Sales Total	\$1,335,244	\$1,344,139	(↑)	\$1,448,963	(↑)
Delivery Sales Total	\$177,896	\$178,814	(↑)	\$187,678	(↑)
Total Sales	\$1,513,140	\$1,522,954	(↑)	\$1,636,641	(↑)

Patients — Reduced Fee	October	November	December		
Total Unique Patients	1,259	1,310	(↑)	1,271	(↓)
Total Sales	\$296,893	\$316,893	(↑)	\$307,691	(↓)
Percentage of Total Sales	10%	11%	(↑)	10%	(↓)
Percentage of DC Resident Sales	20%	21%	(↑)	19%	(↓)
Total Unique Sales	4,502	4,743	(↑)	4,489	(↓)
Percentage of Total Transactions	17%	18%	(↑)	16%	(↓)
Percentage of DC Resident Transactions	26%	28%	(↑)	25%	(↓)

Non-DC Resident Patients —

Reciprocity	October	November	December
Total Unique Patients	2,710	2,601 (↓)	2,603 (↑)
Total Unique Sales	5,899	5,567 (↓)	5,618 (↑)
Total Unique In-Store Sales	5,866	5,523 (↓)	5,571 (↑)
Total Unique Delivery Sales	33	44 (↑)	47 (↑)
Average Sale	\$149	\$149 (-)	\$155 (↑)
In-Store Sale Average	\$149	\$149 (-)	\$155 (↑)
Delivery Sale Average	\$150	\$147 (↓)	\$151 (↑)
In-Store Sales Total	\$872,841	\$821,942 (↓)	\$866,146 (↑)
Delivery Sales Total	\$4,940	\$6,475 (↑)	\$7,102 (↑)
Total Sales	\$877,780	\$828,417 (↓)	\$873,248 (↑)

Top 5 Residencies -

Unique patients per state	October	November	December
1.	MD (1,308)	MD (1,227)	MD (1,207)
2.	VA (1,041)	VA (1,012)	VA (1,037)
3.	FL (84)	FL (78)	FL (69)
4.	PA (75)	PA (65)	PA (65)
5.	NJ (45)	NJ (45)	NJ (48)

Non-DC Resident Patients —

Self-Certified Temporary	October	November	December
Registered Patients Per Month	2,020	1,817 (↓)	1,899 (↑)
Total Registered Patients	19,894	21,711 (↑)	23,610 (↑)
Total Unique Patients who Purchased	2,127	2,013 (↓)	2,154 (↑)
Total Unique Sales	3,449	3,418 (↓)	3,594 (↑)
Total Unique In-Store Sales	3,415	3,364 (↓)	3,553 (↑)
Total Unique Delivery Sales	34	54 (↑)	41 (↓)
Average Sale	\$146	\$155 (↑)	\$152 (↓)
In-Store Sale Average	\$180	\$154 (↓)	\$152 (↓)
Delivery Sale Average	\$145	\$180 (↑)	\$199 (↑)
In-Store Sales Total	\$496,343	\$519,286 (↑)	\$538,700 (↑)
Delivery Sales Total	\$6,112	\$9,741 (↑)	\$8,171 (↓)
Total Sales	\$502,455	\$529,027 (↑)	\$546,871 (↑)

Top 5 Residencies -

Temporary Registrations per state	October	November	December
1.	MD (569)	VA (568)	VA (604)
2.	VA (551)	MD (520)	MD (603)
3.	NC (178)	NC (196)	NC (194)
4.	FL (74)	FL (52)	GA (71)
5.	GA (66)	GA (50)	FL (48)

Monthly Sales	October	November	December
Dispensaries	\$2,893,375	\$2,880,398 (↓)	\$3,056,761 (↑)
Cultivation Centers	\$1,106,910	\$1,129,260 (↑)	\$1,165,593 (↑)
Manufacturer	\$761,330	\$606,011 (↓)	\$551,444 (↓)
Total	\$4,761,615	\$4,615,669 (↓)	\$4,773,798 (↑)

Month-to-Month Comparison	December 2022	December 2023
Dispensaries	\$3,495,648	\$3,056,761 (↓)
Manufacturer	-	\$1,165,593 (-)
Cultivation Centers	\$1,796,467	\$551,444* (↓)
Total	\$5,292,115	\$4,773,798 (↓)

Quarterly Sales	Q2 2023	Q3 2023	Q4 2023	Q1 2024
Dispensaries	\$9,963,403	\$10,183,669 (↑)	\$8,901,200 (↓)	\$8,830,533 (↓)
Manufacturer	-	-	-	\$1,918,785 (-)
Cultivation Centers	\$5,682,528	\$6,238,111 (↑)	\$4,908,651 (↓)	\$3,401,763* (↓)
Total	\$15,645,931	\$16,421,780 (↑)	\$13,809,851 (↓)	\$14,151,081 (↑)

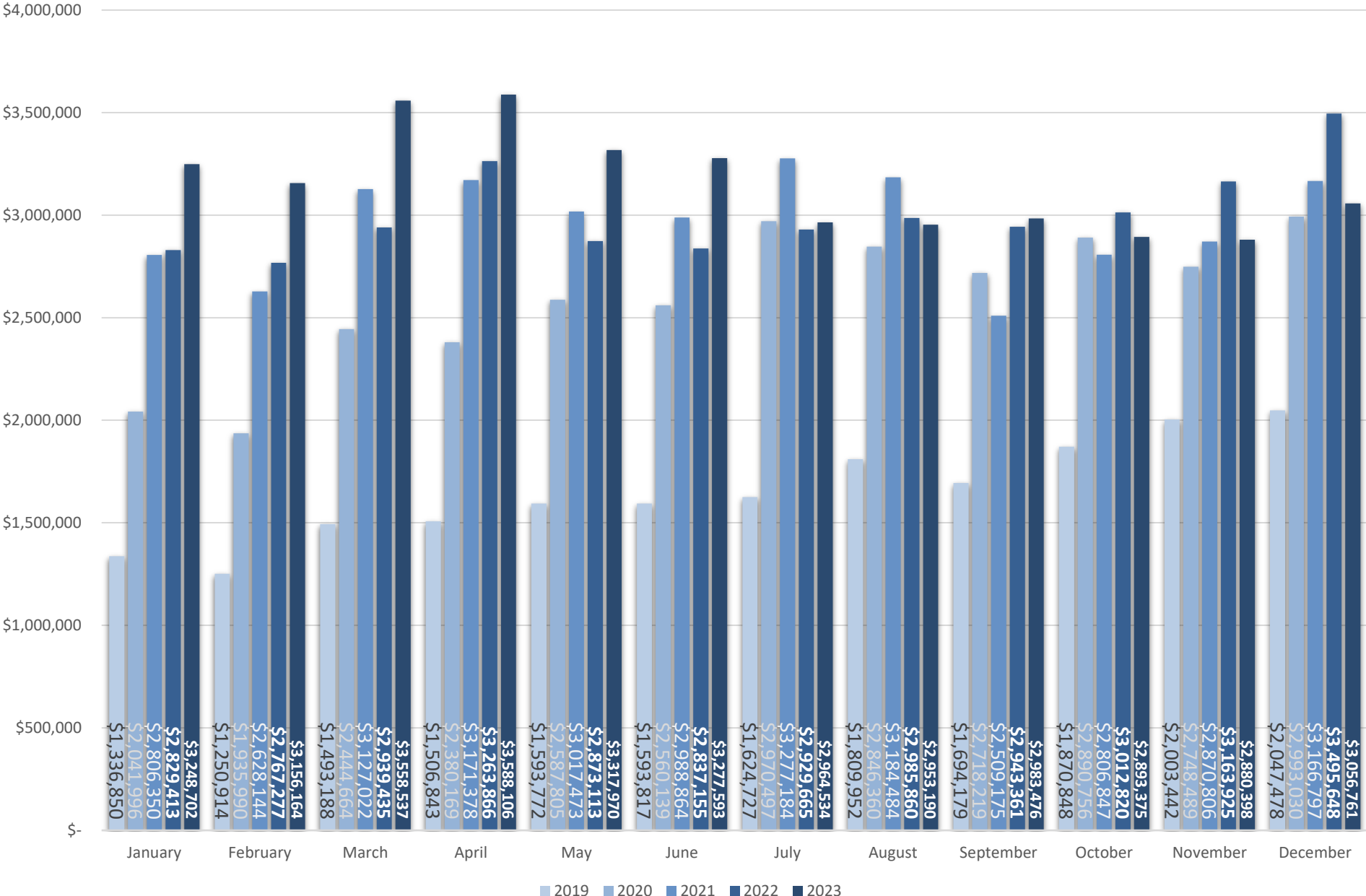
Quarter-to-Quarter Comparison	Q1 2023	Q1 2024
Dispensaries	\$9,672,393	\$8,830,533 (↓)
Manufacturer	-	\$1,918,785 (-)
Cultivation Centers	\$5,392,971	\$3,401,763* (↓)
Total	\$15,065,364	\$14,151,081 (↓)

*Manufacturing licenses were activated in October 2023. Previously, all sales by cannabis producers were captured under the Cultivation Center license.

Product Sales by Type	October		November		December	
	Total Sold	Value	Total Sold	Value	Total Sold	Value
Concentrate	441g	\$35,107	482g (↓)	\$37,102 (↑)	544g (↑)	\$41,579 (↑)
Flower/Bud	497lbs	\$1,951,104	483lbs (↓)	\$1,911,125 (↓)	481lbs (↓)	\$1,984,229 (↑)
Infused Concentrate (each)	14,470	\$566,589	15,573 (↓)	\$544,163 (↓)	14,715 (↓)	\$511,489 (↓)
Infused Edible (each)	6,642	\$184,230	6,796 (↓)	\$185,672 (↓)	7,702 (↑)	\$195,911 (↑)
Infused Pre-Roll	-	-	- (-)	- (-)	0.5lbs (↑)	\$5,942 (↑)
Infused Topical (each)	476	\$17,593	507 (↑)	\$18,112 (↑)	689 (↑)	\$22,801 (↑)
Kief	334g	\$13,388	363g (↑)	\$13,221 (↑)	245g (↓)	\$9,258 (↓)
Pill/Capsule/Suppository (each)	-	-	71 (-)	\$4,316 (-)	594 (↑)	\$28,622 (↑)
Raw Pre-Roll	-	-	3.6lbs (-)	\$19,366 (-)	14lbs (↑)	\$67,792 (↑)
Shake/Trim	55lbs	\$125,364	65lbs (↓)	\$144,684 (↓)	73lbs (↑)	\$155,164 (↑)
Tincture (each)	-	-	23 (-)	\$972 (-)	127 (↑)	\$10,356 (↑)
Vape Cartridge (each)	-	-	31 (-)	\$1,665 (-)	482 (↑)	\$23,618 (↑)

Enforcement	October	November	December
Violations Observed	0	1 (↑)	0 (↓)
Patient Oversells	0	0 (-)	0 (-)
Scheduled Inspections	0	6 (↑)	6 (-)
Cannabis Waste Destroyed	0lbs	4,040lbs (↑)	2,200lbs (↓)
New Product Requests	0	0 (-)	0 (-)

Dispensary Sales Month-to-Month Comparison



Cultivation Center/Manufacturer Sales Month-to-Month Comparison

